

**The City of Long Beach and the
Redevelopment Agency of the
City of Long Beach**

REQUEST FOR PROPOSALS

**CITY HALL EAST AND VARIOUS OTHER SITES ALONG THE
LONG BEACH BLVD. CORRIDOR BETWEEN
1ST STREET AND 3RD STREET
DOWNTOWN LONG BEACH, CALIFORNIA**

May 2, 2005

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RE: Request for Proposals – City Hall East and Various Other Sites along the Long Beach Blvd. Corridor Between 1st Street and 3rd Street

The City of Long Beach (“City”) and the Redevelopment Agency of the City of Long Beach (“Agency”) are pleased to offer an opportunity to purchase and redevelop one or more properties located along the Long Beach Boulevard Corridor, between 1st Street and 3rd Street in Downtown Long Beach. The properties include City Hall East, a 10-story office building built circa 1959, which is to be vacated by the Long Beach Police Department in June 2005, as well as several unimproved City/Agency owned sites. In addition, certain properties (both buildings and vacant land) owned by third parties may be considered for acquisition and development. **City Hall East will be open for interested parties to participate in a one-time tour on June 1, 2005, from 10:00 AM to 12:00 PM. No other tours will be scheduled.**

The City and the Agency will accept proposals for one or more of the available sites, as outlined in the attached Request for Proposals and illustrated in Attachment I. The City would prefer that the area be developed with high density, mixed-use projects, including additional specialty retail uses. If proposed, large format “big-box” retail uses must be appropriately scaled for the urban environment and include active ground floor uses. In addition, preferred development proposals will:

1. Maximize the City’s and Agency’s sale proceeds from the sale of its assets;
2. Promote the effective use of the entire available area;
3. Provide for the innovative restoration, reuse, and the historic preservation of the properties as appropriate; and/or recognize the transit oriented development opportunities of the area;
4. Recognize Broadway and Long Beach Boulevard as the gateway to the East Village Arts District. To that end, the City and the Agency strongly encourage all responses to incorporate the Art Exchange facility concept as an integral part of any development proposal.
5. Provide for the highest quality architectural design and integration into the existing downtown environment.

Enclosed please find information on the minimum requirements to be considered by the City and the Agency, as well as submission requirements for proposals. An expeditious review and response will be made based on the merits of each submission. To be considered, responses to this Request for Proposals must be received no later than 2:00 p.m. (PDT), Friday, July 8, 2005 addressed as follows:

Ms. Sheri Rossillo
Development Project Manager
City of Long Beach
333 W. Ocean Boulevard, 3rd Floor
Long Beach, California, 90802

For specific questions pertaining to this request, please contact Ms. Rossillo at (562) 570-5922.

Sincerely,

Craig A. Beck,
Acting Director of Community Development

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**DEVELOPMENT SITES
Broadway and Long Beach Boulevard
REQUEST FOR PROPOSALS (RFP)**

I. Introduction

The City of Long Beach (“City”) and the Redevelopment Agency of the City of Long Beach (“Agency”) are pleased to offer the opportunity to purchase and develop one or more properties located near Long Beach Boulevard and Broadway in Downtown Long Beach.

The City and Agency have elected to jointly issue a Request for Proposal (RFP) in order to ensure the effective redevelopment of several sites while meeting each of their primary goals and objectives. The City wishes to sell an office building and parking lot that it currently owns with the goal of maximizing its proceeds from that sale. The Agency wishes to offer several additional nearby sites for development and to ensure that the development opportunities available for the larger area are taken into consideration in the redevelopment plan for the City’s properties.

Through this RFP, the City and the Agency hope to facilitate coordinated development for the 7.2-acre area along Long Beach Blvd. that recycles the substandard and vacant uses while retaining viable properties. Ultimately, development of the sites may need to be phased, or more than one developer may be selected. As such, proposals will be accepted for one, or more of, the sites available, as more fully described in the “Development Sites Available” section below.

The City and the Agency are separate legal entities with different objectives, legal authorizations and constraints. The City is responsible for general government and is by law required to dispose of its assets at their fair market value, as established through an appraisal and a competitive bidding process. The Agency is responsible for the physical redevelopment of a number of select areas in the City and is granted several tools to accomplish this mission. These tools include eminent domain for private reuse (in certain instances) and the ability to sell land at prices consistent with the proposed reuse of the property, provided redevelopment goals and objectives are met.

II. Development Sites Available

There are several development sites available through this Request for Proposals, each with its own opportunities and constraints. The sites are shown on Attachment 1 and are briefly described below. All areas and dimensions are approximate and are subject to verification and surveys.

Site No. 1: City Hall East (CHE) - This site, which includes about 37,000 square feet of land at the northeast corner of Long Beach Boulevard and 1st Street, is currently owned by the City. Existing improvements on the site include a 10-story, steel-framed office building totaling 141,000 gross square feet, and an attached 149-space 8 level parking structure. The additional required parking for the office building is provided at another location, also owned by the City and being offered for development (see "Site No. 3: City Hall East Parking" below). The office building was built circa 1959 and was initially occupied by Southern California Edison. The City's Police Department, which currently occupies the building on a temporary basis, is expected to fully vacate the premises by June 2005. **City Hall East will be open for interested parties to participate in a one-time tour on June 1, 2005 from 10:00 AM to 12:00 PM. No other tours will be scheduled.**

An extensive evaluation of the current condition of the office building and cost estimates for various types of upgrades was recently performed by the City. A report, entitled "Physical Evaluation Summary and Associated Cost Estimates", was prepared by Griffin Advisors, Inc., a consulting firm retained by the City, in December 2003. The executive summary of that report is included as Attachment 2. A copy of the complete report is available on the City's web site at www.longbeach.gov/cd/project_development/city_hall_east. This material is provided for information only. The proposers should rely upon their own due diligence, as the City provides no warranties as to the accuracy of the information contained in the report. The City will entertain proposals to reuse the existing improvements or which require demolition of the improvements at the proposer's option and cost.

- **Site No. 2: Bank of America** - Located just north of Site No. 1 is a 51,000 square foot site that includes a low-rise 49,000 square foot bank building with upper level offices. The site, which is currently owned by third parties and would require acquisition, is located at the southeast corner of Broadway and Long Beach Boulevard.
- **Site No. 3: City Hall East Off-Site Parking** - The third site being offered through this RFP is the existing surface parking for City Hall East, which is located north of CHE (Site No. 1) at the northwest corner of Elm Avenue and Broadway. The site, which is currently owned by the City, includes 152 spaces of surface parking on 1.3 acres. Proposals for the CHE site must also propose to acquire this site unless parking requirements are reduced through adaptive reuse of CHE or unless parking is otherwise provided for CHE.
- **Site No. 4: Agency Owned Property** - Located just west of Site No. 3 is an 11,250 square foot site located at the northeast corner of Broadway and Long Beach Boulevard. The site is currently owned by the Agency and is being used as surface parking. This site is small and should be ideally joined for development purposes with Site No. 3 and/or Site No. 5.

- **Site No. 5: Privately Owned Property** - The fifth available site being offered through this RFP is 1.6 acres located at the southeast corner of Long Beach Boulevard and 3rd Street. Owned by third parties, the site would require acquisition prior to development. The site currently includes lower density retail and other uses, the majority of which would need to be demolished to create a development site.

The block at 3rd and Broadway has been designated as a desirable location for an Art Exchange, envisioned as up to 40,000 square feet of space including artist lofts, art education facilities, and community event space. Any development concept approved for this block is strongly encouraged to include such a concept in the development proposed. The ultimate square footage dedicated to the Art Exchange may be less than 40,000 square feet, but must meet the needs of the community.

Additional information on the proposed Art Exchange can be found in a recently completed report entitled “Art Exchange Feasibility Study”, dated June 7, 2004. A copy of the executive summary of that report is included as Attachment 3. A complete copy of the report is available on the City’s web site at www.longbeach.gov/cd/project_development/city_art_exchange. In addition, proposers are encouraged to contact Mr. Phil Appleby, Art Exchange Task Force at 119 Linden Avenue, Long Beach, CA 90802 or (562) 432-3322 extension 25.

- **Site No. 6: Mixed Use/ Transit Parking/ American Hotel Building** - A 2 acre site, located on the west side of Long Beach Boulevard between 1st Street and Broadway, is also being offered for development through this RFP. The site is the designated location for transit related parking as the Agency was awarded a \$3.078 million grant to acquire the property and construct 350 spaces dedicated for transit and park-and-ride uses during commuting hours. A copy of the MTA Grant Scope of Work is available on the City’s web site at www.longbeach.gov/cd/project_development/mta_scope_of_work. The site also contains the historic American Hotel Building. This is one of the oldest surviving commercial buildings in downtown Long Beach. This building was constructed in 1905 and is an example of the first commercial development in downtown Long Beach. It is the intent of the Agency that the historic façade be restored and integrated into new development on the site. Any mixed-use development concepts for the block would need to provide the required 350 public parking spaces in accordance with the grant, as well as necessary parking to accommodate the proposed uses, and the retention of the historic facade.

The Agency owns the majority of the site (about 1.4 acres) with the balance of the site owned by third parties. The additional 0.6 acres will require acquisition to create a complete development site. The portions of the site owned by the Agency and third parties are shown in Attachment 1.

III. Goals/Development Concepts

After evaluating various options for upgrading City Hall East for long-term public use, the City has decided to explore the sale of the property for private use and/or redevelopment. The City desires to maximize the amount of sales proceeds it would receive from both City Hall East (Site No. 1) and the City Hall East Parking (Site No. 3), located to the northeast. In addition to maximizing sales proceeds, the City also desires to support redevelopment in the Downtown Project Area and to support responsible near-term development. While the City's objective is to maximize sales proceeds, it will only transfer the property to the highest, most responsive bidder. This concept, "highest most responsive bidder", takes into account the proposed use of the property and the qualifications of the bidder, as well as the proposed sales price. In addition, it is believed that the development of the sites might be more effective if the parking requirements for City Hall East were met either through a reduction to the required parking (e.g., converting the CHE building to a use that requires less parking per code) and/or through the provision of additional parking at another nearby location. This would free the City Hall East Parking site to be developed for other uses.

The Redevelopment Agency (in addition to the City) is involved with the Request for Proposals because the Agency wishes to solicit development concepts for surrounding properties. The Agency would prefer that the area be developed with high density, mixed use, transit oriented projects, including some additional retail uses. All retail uses proposed should be higher end retail uses; large format "big box" retail uses are generally discouraged, but if proposed must be appropriately scaled for the urban environment. The City and the Agency strongly encourage all responses to incorporate the Art Exchange concept as an integral of any development proposal. In addition, the Redevelopment Agency is not in a financial position to subsidize the proposed development. All proposals that require acquisition and relocation of private properties must include an advance of funds to cover these costs including the costs of eminent domain if necessary. The Developer will also need to cover the costs of the public parking, historic façade restoration and development of an Art Exchange facility. Maximizing the sales price for the Agency owned land remains a priority.

The City and the Agency will accept proposals for one or more of the sites outlined above. Further, the City and the Agency may entertain development proposals that include only a portion of the sites indicated. Preferred development concepts will:

1. Maximize the City's and Agency's sale proceeds from the sale of its assets;
2. Promote the effective use of the entire available area;
3. Provide for the innovative restoration, reuse, and the historic preservation of the properties; and/or recognize the transit oriented development opportunities of the area;
4. Recognize Broadway and Long Beach Boulevard as the gateway to the East Village Arts District, while incorporating the inclusion of an Art Exchange facility.

5. Provide for the highest quality architectural design and integration into the existing downtown environment.

IV. The City of Long Beach

Long Beach is California's fifth largest city and is conveniently situated between Los Angeles and Orange Counties. It is recognized nationally for its redevelopment and economic development activities. The City has a diverse economic base and is the home of major manufacturing and service industries. It is accessible from five major freeways and is supported by a major west coast port. It also has a municipal airport and an excellent public transportation system that provides convenient bus and light rail service. The City's population of approximately 425,000 enjoys a multitude of cultural and recreational activities. The City also has outstanding parks, beaches, and marinas, all enhanced by year-round sunshine and an enviable coastal location. It has good public schools and is the location of the largest California community college and state university, which provide numerous undergraduate and post-graduate programs.

Downtown Long Beach

Downtown Long Beach is located on the ocean at the delta of the Los Angeles River. It is a distinct urban environment with a diversity of culture and activity. Greater Downtown has beaches, a thriving port, major attractions, ferry and cruise service and a growing convention center. Long Beach Boulevard is an arterial lined with a mix of buildings of various types, sizes, and ages. The "Blue Line", a light rail line providing service to downtown Los Angeles is located in the median. Long Beach Boulevard serves as a transition from the downtown core to the East Village area to the east. The City's tallest buildings are generally located along Ocean and Broadway with lower densities in the northern portions of the Downtown Area. Major mixed-use retail districts are located just west of Long Beach Boulevard, along Pine Avenue and the Promenade; and include recent downtown development projects such as CityPlace, a mixed-use project with 450,000 square feet of retail space with more than 300 apartment units and loft condos; The Pike at Rainbow Harbor, a 370,000 square foot retail and entertainment complex that includes a 14 screen all-stadium seating theater; as well as an additional 1,100 hundred new residential units including condominiums, lofts, and apartments.

East Village Arts District

Located just east of the available development sites is the East Village Arts District, the location of the City's emerging arts district. A wide and eclectic variety of architecture is currently located in the East Village, from older single-family "bungalow" houses to higher rise, contemporary office towers. Generally there is a transition of densities from the high rises along Ocean Boulevard in the south to the single story housing in the northern portion of the district. The City and the Agency desire to foster the evolution of

the area as a distinct place that will serve as the primary center of the City's arts community and provide a transition with adjacent convention and coastal uses.

V. Design Review Process

The properties being offered in this RFP are located in the Downtown Redevelopment Project Area in the City of Long Beach. All new construction and rehabilitation is subject to the City's standard design review process. The design review and construction process for projects with agreements with the Agency and/or all major projects (with or without Agency assistance) may also involve the Redevelopment Agency's review. With the possible exception of the purchase and rehabilitation of CHE, it is expected that the developments proposed in response to this Request will be required to adhere to the Agency's design review process in addition to the City's standard design review process.

The Agency's design review process focuses on architectural, planning, public art and urban design issues for proposed development projects. The review process consists of five stages of review with a milestone approval at the end of each stage. The stages are as follows: conceptual review, schematic review, final review, design check, and construction check. A copy of the Agency's design review process is attached (Attachment 4).

VI. Design Issues

Any development proposed must be of the highest quality possible and should be compatible with surrounding uses and an urban downtown environment. If proposed, large format "big-box" retail uses must be appropriately scaled for the urban environment. Proposed development should adhere to "new urbanism" principles, such as the promotion of a pedestrian-friendly environment, the provision of a mix of uses where practical, and the provision of defined public spaces. In addition, proposals which include "green building practices" (i.e., the design/development of environmentally-sound and resource-efficient buildings) are strongly encouraged. High quality architectural design and integration into the existing Downtown and East Village Arts District will be a primary consideration in the Developer selection process.

Information concerning current zoning regulations on the site is included below and in the attachments. The City will entertain proposals that vary from the zoning code, provided that its goals and objectives for the area are achieved. Acceptance by the City and/or the Agency of the uses proposed does not indicate approval of zoning or other building variances. Any such variation would need to be considered through the City's standard planning/zoning processes.

VII. Parking

Adequate parking, as defined by the Long Beach Municipal Code, for the proposed uses should be provided within the six sites being offered through this RFP. The provision of all such parking will be the responsibility of the Developer(s). The Downtown Parking Management Plan will not be applicable to the development of these sites. Other specific restrictions are as follow:

- **Site Nos. 1 and 3: City Hall East** - Adequate parking for the proposed use(s) for CHE must be provided. The City will not accept proposals for the purchase of the CHE site (Site No. 1) without the CHE Parking Site (Site No. 3) unless the Proposer can demonstrate that the parking needs for CHE will be reduced through a change in use, or will be provided at another nearby location.
- **Site No. 6: Mixed Use/ Transit Parking:** Development proposals for this site must accommodate the additional 350 parking spaces needed to comply with the transit parking grant and provide a method of private financing for these spaces.

VIII. Zoning Entitlements and Fees

All available sites are located within the Downtown Core District of the PD-30 Zone. A mix of uses, including office, retail, entertainment and high-density market-rate residential are encouraged. Mid-rise and high-rise developments are permitted: unlimited heights are allowed south of Broadway while heights up to 5 stories, or 80 feet, are generally permitted on sites north of Broadway. The Downtown Core District has 0-foot set-back requirements with active ground floor uses required, at least along Broadway and Elm. A copy of the PD-30 Zoning Ordinance is attached (Attachment 5). A summary of current City Development Fees is also attached (Attachment 6).

All proposals are subject to the Percent for Public Art Program. The program is applicable to private developments in all redevelopment project areas and requires 1% of the total project development costs (land and construction) be allocated for Public Art. A copy of the Agency Public Art Policy is available on the City's web site at www.longbeach.gov/cd/project_development/public_art_policy.

Proposals including Agency owned land must comply with the general prevailing rate of per diem wages and overtime wages.

IX. Developer Responsibilities

While the exact nature of developer responsibilities will be subject to further negotiations, the selected Developer must accept the following financial obligations:

1. Financial

- The Developer will purchase City-owned properties (Sites No. 1 and No. 3) at no less than their appraised value.
- The Agency also seeks to maximize the payment for Agency owned properties.
- The Developer will be required to advance all the funds needed for any required private property acquisition, relocation and court costs, if eminent domain is necessary. These funds will be advanced at the time of City Council approval of a Disposition and Development Agreement. Estimates for these costs must be included in the Developer Proforma Statement. The Developer will be responsible for any required demolition. (A minimum of one year may be required for acquisition and relocation by the Agency to assemble sites for development that are currently owned by third parties.)
- The Developer will be required to cover the costs of required public parking, historic façade restoration, development of an Art Exchange facility, and the 1% for Public Art and payment of prevailing wages.
- The Developer will be required to pay for all off-site improvements, including but not limited to, new curbs/gutters, sidewalks, landscaping, any water features, and street furniture.

2. Development Processing

- The Developer will be required to pay for and obtain needed approvals through the City and the Agency's design review and building permit processes, including environmental review in compliance with CEQA.
- The Developer is responsible for seeking all land use and entitlement approvals, including any changes to the underlying zoning, if required.
- The Developer will develop the site or sites in a manner that will enhance the desirability of Downtown, reinforce its urban nature, and contribute to the Transient Oriented Development.
- The Developer will provide code required and public parking for the uses proposed as appropriate.
- The Developer will be required to enter into a development agreement that specifies the scope and schedule of development. Participation in a local maintenance district may also be required.
- The Developer restoring the façade of the historic American Hotel Building will be required to follow the Secretary of the Interior's Standard for Rehabilitation and Guidelines for Rehabilitating Historic Buildings.

X. Submission Overview/Guidelines

The City and the Agency intend to select one or more Developers based upon review of information submitted in response to this RFP, subsequent negotiations and potential future presentations to the Agency Board and/or City Council. The City and the Agency

intend to select the most responsive bid for the properties. The highest responsible bid is one that:

- offers the highest price for the City-owned properties (Sites No. 1 and No. 3);
- includes a development concept that best meets the redevelopment goals for all 6 sites and proposes high quality design; and
- demonstrates that the Developer has the organizational structure, experience and financial capacity to realize the development proposed.

Interested Developers are invited to submit proposals for all 6 sites, or for one or more of the sites offered through this RFP. Developers are requested to consider the future development of all three blocks (six sites) within the RFP, and are encouraged to submit a master plan for the sites identified in the RFP. The bid guidelines and requirements for each site, as discussed previously in this RFP are summarized below (see Sections II, III, VI and VII):

- **Site Nos. 1 and 3: CHE and CHE Parking** - The City will not accept proposals for the purchase of the CHE site (Site No. 1) without the CHE Parking Site (Site No. 3) unless the Developer can demonstrate that the parking needs for CHE will be reduced through a change in use, or will be provided at another nearby location. As discussed above, the City intends to sell these two sites for the highest responsible bid amount.
- **Site No. 2: Bank of America** - The Agency will only accept proposals for development or redevelopment that include all of the 1.2 acres of this site. The site is owned by third parties and will require acquisition and relocation efforts.
- **Site No. 4: Agency Owned Property** - The Agency will only consider development proposals for this site that combine the 11,250 square foot property with Site No. 3 and/or Site No. 5. It is the Agency's desire that this property be developed and not continue to be used as surface parking: if the proposed future use for Site No. 3 is surface parking, Site No. 4 should be combined with Site No. 5, not Site No. 3.
- **Site No. 5: Privately Owned Property** - The Agency will consider development proposals which include all or a portion of this site. The site is owned by third parties and will require acquisition, relocation efforts and possible eminent domain. All proposals should either allow space or include the construction of an Art Exchange facility as part of the development proposed. (See the above "Section II, Development Sites Available" for additional information.)
- **Site No. 6 Transit Parking/ American Hotel:** The Agency will consider development proposals that include all or a portion of this site. As shown in Attachment 1, a portion of the site is currently owned by third parties and will require acquisition and possible eminent domain; the balance of the site is owned by the Agency. All proposals for Site No. 6 should include the construction of the

required 350 transit parking spaces and restoration of the historic façade. (See the above “Section II, Development Sites Available” for additional information.)

The City and the Agency reserve the right to reject all proposals and/or to negotiate the final disposition price with the selected Developer(s).

A good faith deposit of \$50,000 will be required from any Developer selected. Of this amount, \$25,000 is nonrefundable. The balance will be used for any predevelopment costs including appraisals, site reports, design review and legal fees.

XI. Submission Requirements

The submission requirements are indicated below. Please provide concise and specific proposals by numerical order:

1. Organization

Identify the Developer team and provide a brief description of the firm, including the following information:

- a. Number of years in business
- b. Number of full-time employees
- c. Organizational structure (corporation, partnership, etc.)
- d. One page resume of key staff members to be working on the proposed project
- e. Persons authorized to negotiate on behalf of the Developer
- f. Pending or prior litigation with the City or the Agency

If the Developer is a joint venture, provide information for each partner and a description of the prior working relationships.

Identify the team members. Please provide on one page, the firm names and contact persons for the following team members: Architect, Leasing/Marketing Agent, Attorney, Lender and Equity Source (if known). The Developer must also identify the designated project manager for the project and the experience of this person in managing similar projects.

2. Ownership Interest

Provide detailed information on the nature and type of any property ownership interests within the proposed development site, if any.

3. Bid/Development Proposal

The following items need to be included in this section:

- a. Clearly identify the price being offered for any City-owned and Agency-owned property on a per square foot basis and as a total purchase price.
- b. Describe in a narrative form, in no more than two pages, the development concept or approach for the use of the site(s). Indicate clearly whether all or a portion of the available development sites are included in the proposal.
- c. Include a site plan showing land uses and dimensions. Elevations of all major street frontages and residential unit floor layouts are highly encouraged.
- d. Include a separate narrative section of no more than two pages in length, which describes why the development team believes their concept is economically viable.
- e. Identify parking demand and how it will be accommodated.
- f. Identify all contingencies to which the offer to purchase will be subject.

4. Experience

Please provide descriptions for all relevant recent projects completed by the Developer, which are representative of the type of project being proposed (minimum of three examples MUST be provided). For each project, please include:

- a. Project name and location.
- b. Project size (gross leasable area, number of units and number of tenants).
- c. Current status of projects (sold, lease-up period, current vacancy rates, etc.).
- d. Financial status of project referenced.
- e. Source of project financing, including the name and telephone number of a contact person.

5. Property Management

If a residential rental project is proposed, at least in part, a one page list of the major projects the development team is currently managing or has previously managed should be submitted. For each project, provide the name of the complex/development, the number of units, the time period of management and a contact person and telephone number.

6. References

Please provide references, including telephone numbers, for individuals who can provide information related to the following items:

- a. Financial ability – identify at least two contacts that have provided the Developer with financing of the magnitude required for the proposed project.
- b. General – identify individuals involved in transactions recently completed by the Developer. It would be particularly useful to be provided with governmental contacts that have undertaken transactions with the team.

7. Financial Capability

PLEASE SUBMIT TWO COPIES OF THE PROPOSAL AND TWO COPIES OF THE FOLLOWING INFORMATION DIRECTLY TO THE CITY'S REAL ESTATE CONSULTANT. THIS INFORMATION WILL BE HELD IN THE STRICTEST CONFIDENCE AND WILL NOT BECOME A PART OF THE PUBLIC RECORD.

**Send to Attention:
Calvin Hollis III, Managing Principal
Keyser Marston Associates
500 South Grand Avenue, Suite 1480
Los Angeles, CA 90071**

- a. An audit or review of financial statements for your firm prepared by an independent accounting firm in accordance with generally accepted accounting principles for the last two fiscal years.
- b. Identification of all outstanding recourse debt, including the repayment terms.
- c. Identification of any non-performing loans, including the outstanding balance and duration of delinquency.
- d. Identification of any loans on which the firm has defaulted during the last five years.
- e. A description of the proposed financing structure for the project. Include likely source(s) of equity, and construction and permanent sources of financing. Provide financial commitment letters, if available. Provide tenant commitment letters, if available.
- f. A project financial pro forma that includes specific land purchase price offer(s) and clearly identifies the site(s) included. The pro forma should include developers costs, expected income, proposed funding sources, estimated sales for residential and lease rates for commercial, and the developer's expected profit or return.

Financial capability will be one of the key factors to be reviewed in the selection process of the Developer.

XII. Selection Process

It is contemplated that 30 days after the City receives the proposals to this RFP; several teams may be selected for interviews with a staff technical team. Thereafter, the City and/or the Agency expects to enter into an exclusive negotiation period with one or more Developers, during which time business terms will be finalized, environmental review could commence, City Council and Redevelopment Agency Board approval will be sought and a Purchase and Sale or a Development Agreement will be negotiated and executed.

The City and the Agency reserve the right to reject any and all bids or, select a limited number of respondents for interviews, or to select proposals without conducting interviews. The City and the Agency reserve the right to disqualify any submission that does not completely comply with the submission requirements, and reserves the right to reject all submissions. The City and the Agency reserve the right to waive requirements or to extend the period of the offering. Developers assume the total cost for submitting a response to this Request.

Proposals to this RFP are due by 2:00 p.m., on Friday, July 8, 2005. Twelve copies (11 bound copies and 1 unbound copy) of the proposal, exclusive of the financial information requested under item XI. (7) above, should be submitted directly to:

**Sheri Rossillo, Development Project Manager
City of Long Beach
333 West Ocean Boulevard, 3rd Floor
Long Beach, CA 90802**

In addition two copies of the proposal and two copies of the financial information requested under XI. (7) above should be submitted directly to the City's real estate consultant, Keyser Marston Associates as follows:

**Calvin Hollis III, Managing Principal
Keyser Marston Associates
500 South Grand Avenue, Suite 1480
Los Angeles, CA 90071**

For specific questions related to this RFP, please contact Ms. Rossillo at (562) 570-5922.

Attachments:

Attachment 1	Site Map
Attachment 2	City Hall East Physical Evaluation - Executive Summary

Attachment 3	Art Exchange Feasibility Study - Executive Summary
Attachment 4	Agency Design Review Process
Attachment 5	PD-30 Zoning Requirements
Attachment 6	City Development Fees